

Message Text

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63
ACTION EUR-12

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UNCLAS VIENNA 0677

EO 11652: N/A
TAGS: BEXP, UR
SUBJ: MILD REACTION TO SOVIET NULLIFICATION OF 1972 U.S. - USSR
TRADE AGREEMENT

BEWT FOR THOMPSON

1. REACTION REFLECTED IN EAST-WEST TRADE COMMUNITY IN VIENNA
TO NULLIFICATION BY SOVIETS OF 1972 U.S. - USSR TRADE AGREEMENTS
HAS BEEN MILD WITH INDICATIONS THAT SOVIETS AND EASTERN
EUROPEANS ARE MAKING DAY-TO-DAY DECISIONS CONSISTENT WITH THEIR
STATED DESIRE TO CONTINUE TO IMPROVE TRADE WITH U.S.

2. ALEX CROSSAN, DOW CHEMICAL CORP. RESIDENT MANAGER IN VIENNA
WHO RESPONSIBLE FOR DOW TRADE WITH USSR, EE COUNTRIES AND
YUGOSLAVIA, TOLD AMBASSADOR THAT DOW CORP. MANAGER IN MOSCOW
WAS CALLED TO MINISTRY OF FOREIGN TRADE ON JANUARY 23, AND
TOLD THAT DOW PERMIT TO MAINTAIN ACCREDITED OFFICE IN MOSCOW
HAS BEEN EXTENDED. PERMIT WAS ORIGINALLY BASED ON 1972 U.S.
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- USSR TRADE AGREEMENTS AND WAS VALID FOR ONE YEAR. DURING CORDIAL

MEETING WHICH INCLUDED DRINKS AND COOKIES SOVIET OFFICIALS
STATE THEY ARE HAPPY WITH DOW CHEMICAL AS TRADING PARTNER
AND LOOK FORWARD TO CONTINUED GOOD BUSINESS RELATIONSHIP.
SOVIETS MADE NO REFERENCE TO THEIR NULLIFICATION OF 1972 TRADE
AGREEMENTS DURING MEETING. CROSSAN SAID DOW TRADE WITH USSR
AMOUNTED TO "COUPLE OF MILLION HUNDRED DOLLARS" IN 1974.

3. DR. VIKTOR NOVOTNY, HEAD OF THE DEPARTMENT FOR FOREIGN
RELATIONS, FEDERAL MINISTRY OF METALLURGY AND HEAVY ENGINEERING
OF THE CZECHOSLOVAK SOCIALIST REPUBLIC, WHO IS IN VIENNA TO
ATTEND A UNIDO MEETING, CALLED AT EWTC TO SAY THAT CZECHS HOPE U.S.
WILL CONTINUE ITS TRADE PROMOTION EFFORTS IN CZECHOSLOVAKIA.
NOVOTNY DID NOT SPECIFICALLY MENTION LONG/GRAVEL AMENDMENT
TO U.S. TRADE BILL BUT SAID CZECHS WANT USG
TO CONTINUE TO ENCOURAGE AMERICAN FIRMS TO BRING THEIR
PRODUCTS TO ATTENTION OF CZECHS WHO ARE STILL INTERESTED
IN BUYING MAERICAN PRODUCTS. HUMES

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